NUMBER 25

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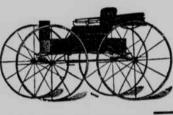
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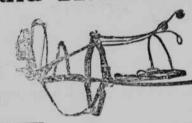
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we can furnish extras and estimates on short notice. We have the best lines of PAINT and Painters Supplies that is on the market, and many other things in our line too numerous to mention. In fact we have the most upto-date store of its kind on the Shore. Call and see our store and this will be to the second the second the second that the second the second the second the second that the second the second the second the second that the second the second the second the second the second the second that the second the second that the second the second the second that the second the second that the second the second that the second th convince you of these facts. We are manufacturers of all kinds of LUMBER and BARREL MATERIALS and retailers and jobbers of all kinds of FEED, such as Corn, Hay, Middlings, Bran &c.

PARKSLEY, -:- VIRGINIA.



# Talmage Sermon

Frank De Witt Talmage, D. D.

ping and bargain hunting, this practical sermon has an especial timeli-The smallest deposi- ness. The text is Hebrews xii, 12, tor receives as prompt hang down and the feeble knees." How the ways of doing business have

and courteous treatment changed within the last fifty years! as the largest. Managed was sparsely settled. Then every man they would gather up the wreckage entirely by our home work to do Then the universal mot to was: "Never build upon another

man's foundation. Never try to un dermine the work of your neighbors.' If a man had a little country store no one ever thought of building another store just across the street to split his trade in half. It was a uniersally recognized truth that there Deposits. ed a store had a personal right to that trade, and no one else dared say him Two Valuable Farms

shop in a village he had a monopoly of his line of business in that region. not another in that locality. What was on easy and accommodating terms to right parties two valuable farms as follows: man tried to build up his success upon NO. 1-Known as the "LOGAN FARM." one-half mile east of New the rain of another's life. But now all Church Station, containing 150 acres, things have changed. Instead of trade things have changed. Instead of trade hunting the man the man has to hunt more or less, about equally divided in to cleared and woodland. It has a nice dwelling and all necessary outthere were a dozen different places for each man, now there are a dozen different applicants for each place. as the "HARGIS FARM," situated three miles South of Pocomoke city and one and a half miles of Beaver Dam R. R. Station. It contains 108 acres, more or less, about 70 acres of which is well timbered. This tract is well adapted to trucks of all kinds. year the margin of profits is being cut closest and sell the cheapest is the man For further information write or who builds up the biggest trade and has the largest store.

This competition for trade has beome so bitter that the merchants in rder to underbid each other have said to their partners: "We will take some goods and mark them down below cost. These we will put upon the bargain counter. Then after the people Sash, Doors, Blinds, Mouldings, perhaps we can sell them some other goods that will reimburse us for our Builders' Hardware, Shingles, direct loss." Thus almost every day Laths, Lime, Bricks, and Build, you can see some advertisements in ing Material generally, Paints, the newspapers which tell you that at such and such store at certain times such and such goods will be sold at We are prepared to cut house bills to a price below cost. When you read order; also manufacture barrel staves and heads of good quality. Our grist mill will run every Saturday,
Notwithstanding reports to the con class of people who daily scan the We shall at all times be pleased to newspaper columns for the bargain show our goods and invite you to call and inspect our stock before making your purchases and we will save you These buyers go from bargain they have purchased those goods cheaper than they could have been made. The Bargain Counter Tragedy.

Now, this is a sad commentary upon the social condition of modern life. Whenever a man or a woman buys an article cheaper than it cost to produce that article some one has to suffer. There is no exception to the rule. Today I would use for my sermonic Before buying elsewhere it will pay you to call and inspect my line of theme "The Tragedy of the Bargain Counter" and the lessons it teaches. In the first place, the great throngs pushing and jostling about the bargain counter impress me with the thought that for the great masses of people life is a terrific fluancial struggle. From morning until night and sils, of every known description. A full line of Enamel and Tinware which from night until morning the vital uestion uppermost in most people's will be marked down very close. A full line of Pumps, Pipe, Points, &c. Tin Roofing and Repair work a ninds is how they can make their inome equal their outgo. The children nust have shoes and dresses and un-Thanking the public for past pa-tronage and soliciting a continuance lerwear. The house servant must be pald. Food must be provided for the table. Medicines must be bought. School bills must be met. Yet the salary cannot be made any bigger. Now, what is the average man to do? He must cut down his expenses. And in every way in which those expenses cut down people do it. This is one of the great reasons of the multitudes flocking about the bargain coun-

You do not believe this? Well, pernaps the dollar question is not a vital question in your family. You have nade a financial success, and your home is on Easy street. But is your nemory so short lived that you canand can save you money if you will call to see us. We name in part: not remember the experiences of your old father's house. Money was not as plentiful then as it is now. Then every dollar had to be made to do its SHINGLES, HAIR, LIME, CEMENT, &c., &c. remember how your mother used to A trial order will convince you that go shopping day after day? How tired she would look when she came home! And the strange fact was she would so often come home empty handed. Your father would come in for supper and say, "Well, mother, what did you ecomplish today?" and with a tired voice she would answer: "Nothing, John; nothing. I do not know what I shall do. The two girls must have new coats. Then the boys need warm underwear. I must get another set of warm blankets for Jennie's bed. Everything is so high! Of course it would be easy enough to shop if we had pien. ty of money, but we haven't, and the in a line of stationery and sell it at clothing must be bought, and how to cost in order to destroy the trade of I carry a line of up-to-date supplies in stock. Esti mass cheerfully furnished on all kinds of work. I want your heating and plumbing trade. buy it is the question. Well, I will try the stationery store near him, but that so tired. But perhaps when we pay off pity the poor sewing girls whose need the mortgage you will have a little money to spend, and then you can hire a girl for the kitchen and for the description of the counters have been lift-Jobbing Work Promptly Attended to scouring." Do you not remember such ed. God pity the men and the women

babies in those homes and but little money to provide for them. Buying one reason the bargain counters have the struggling multitudes about them. The Bargain Counter Lesson.

But the bargain counter teaches us another lesson. Though most people are having a hard time financially, there are a great number who fatten themselves upon the misfortunes of These modern vandals' or Los Angeles, Cal., Dec. 15.-At this ghouls of the night are not producers season, when all the world goes shop- or developers. They are human beasts of prey whose business in life is to find some victims in distress and then to pounce upon them and make profit out of their misfortunes. They are Wherefore lift up the hands which like the wreckers of old who used to patrol the western coast of England. When a merchant ship was approaching the coast they would, with false When our grandfathers lived the land lights, decoy it upon the rocks. Then was sparsely settled. These every man take the plunder to their homes men have increased their own for-

tunes by living upon the wreckages and the shipwreeks of other lives. The ragedy of our last national panic proves that what I say is true. During the financial stringency in October there were certain men in New York city who had ready money. Some of these men began to run up their premiums 20 and 50 and 75 and

a village, and the first man who start even 100 per cent. In other words, in have to give \$20 in return. Because these men had cornered the money narket they attempted to take from If another man started a blacksmith their fellow men every dollar they ossessed. These plunderers were fat tening their purses upon the misfortunes of their fellow men. And had A neighbor had the right to start a blacksmith shop ten miles away, but not the secretary of the treasury and applications of this subject. Never let blacksmith shop ten miles away, but not the secretary of the treasury and applications of this subject. Never let blacksmith shop ten miles away, but not the secretary of the treasury and applications of this subject. Never let I offer for sale at private contract true of the blacksmith was also true of that ilk brought fallions upon millions of dollars into Wall street this country would have seen the darkest days in its financial history. Alas, Wall tally and physically trained to do one street is no different from every other street! In every country there are a lot of human vultures. Like haunting ready to banquet upon the carcasses of the financially slain. As soon as any man gets into trouble they pounce upon him and rip and tear him to little pieces. Like the ghouls of the night, they live by desecrating the graveyards. Like the robbers of stranded ships, their incomes are derived from the wreckages of their fellow men. Be Just to Others.

Now, my brother, if you have a good ncome and are not in abject want be morally and spiritually honest. As you expect men to pay you a just price for your labor, you should be willing to pay others a just price for their labor. Because a poor seamstress is unfortunate and cannot get work do not give her 75 cents a day for her services when you ought to pay her \$1.50. If you have is doing the work of a full grown man, do not pay him simply the wages of a boy. Pay him the wages of a man. Because you have a merchant in a financial "hole" do not squeeze the life out of him. Be honest. Be fair. Pay a just price for all labor-that is, pay as you expect others to pay you. hurt the worst by the financial sacrifice. The clerk who sells you the goods over the counter may not be the suf-Nelther is the man who is at the head of the great dry goods emporlum the one who ought to be the to drum upon the plano from now unare the men and women whose names you never know and whose faces you drawn for her, but such accomplishmost-pitied. But the unseen sufferers never saw. These are the people who should be commiserated.

A Civil War Tragedy

The tragedy of the bargain counter is like the tragedy of the late civil war. I have been over many of the great battlefields of our country. Perhaps you have also been to some of Then, like me, you have stood "Poor fellows! Poor fellows! Most of these martyred soldiers were only boys. Think of the long marches and King. the days of hunger and cold. Think of those soldiers falling in the awful charges and the despair that must have overwhelmed them when they fell. Think of the horrors of the operating table and their agony when dying. But, though no man honors the dead soldiers of the late civil war more than I do, yet I would tell you that those who died for their country did not make the greatest sacrifices. living sorrow is a far heavier burden to bear than a dead triumph. Did you ever stop to think of what became of the wives and the mothers and the children of those dead soldiers when the breadwinners were stricken down? Did you ever think of the soldiers whose health and strength were destroyed, discharged from service because they were unfit for further duty and who came home with mangled limbs, doomed to a lifetime of physical decrepitude and pain? Ah, these were the greatest sufferers of the national carnage, not the men who felt the full stint of work. Then there was no tingling of the bullet and then with a waste and no foolish buying. Do you ery of "Oh, my God, I'm shot!" fell dead. The greatest sufferers of a nation's wars are the unseen sufferers. Who, then, are the martyrs of the

bargain counter? I will tell you. In all probability those goods which are sold belonged to some smaller dealer who was driven to the wall and who the Chicago or the New York sweatshops, or they are the goods that have been marked down below cost in order to run some rival out of business. It is easy enough for a druggist to take dles made those cheap garments. God in the old home? Well, who for years have had to labor and pasands and tens of thouse in the city like your you and I would to make a profit out of philanthropies received their first impulse when as a boy he saw a friend.

The proprietor has been doing the westminster abbey. All these noble philanthropies received their first impulse when as a boy he saw a friend. a discussion in the old home? Well, who for years have had to labor and Westminster abbey. All these noble

such tragedies? The Bargain Counter and Crime.

But, though it is hard to starve and for such families is no joke. The ex- to wear ragged clothes and go to the penses must be cut down, and that is poorhouse, yet there are even worse results from the bargain counter than earl. May we from this those. Poverty is hard enough. But, though poverty dresses in rags, pover. In want and in poverty, ty too often has a handmaid ready to forth prayerfelly, hope run at her hock and coll to run at her beck and call. Poverty's handmaid is crime, and crime's name can be spelled in many different ways. Sometimes it is called immorality, sometimes theft, sometimes drunkenness, sometimes forgery, sometimes wrecked and dismantled homes. It is easy enough for some of us to be good when we have full stomachs and are sitting with our dear ones before the grate in the cheerful library, but it is another thing for some of us to be good when we are hungry and cold and are hearing our little ones cry for their daily bread. Yes, the bargain counter nearly always means poverty. And, alas, poverty too often means crime.

The history of the bargain counter is ruinous everywhere. It means poverty, and poverty too often means See that young girl leading a life of shame. The bargain counter may have made her do it. See that forger behind iron bars. The bargain counter may have made him dip the false pen into the ink. See that drunk-The bargain counter may have ard. lifted the intoxicating cup to his lips. You cannot buy something for less than cost unless some one is being pushed to the financial wall. The bargain counter always means pecuniary loss somewhere, and the loser is driven by poverty and crime to take the cup of despair and drink it to the bitter dregs.

Now, there are two great practical the bargain counter's tyrannies, er start your own loved ones forth into the battle of life unless they are men thing well, so that by their own skill they are able to earn a decent living. The direct cause of the bargain counspecters, they are hovering around ter is that this world is flooded with unskilled labor. Those unskilled laborers are almost entirely at the mercy of the unscrupulous, who say to the at so much a day or starve," and there pler in their united state than they oor needlewoman, "Make these shirts is no redress. The unskilled workmen have to labor at starvation wages. The goods mostly found upon the bar gain counter are the products of such labor. Never let your children grow up to join the pathetic army of unskilled laborers. Make them learn to do well some one thing by which they can earn an honest livelihood if there should ever be a necessity for it. And this warning applies just as much to what you shall do for your girls as fo your boys

The Turn of Fortune. "Oh," but you say, "you do not know who I am. I am not a pauper. I am one of the leading business men in leave my children enough money to be TABLET, TOMB or HEADSTONS leave my children enough money to be independent. Why, my wife would feel a very sotal outlay as we keep in stee a lay discreteed if I sent my daughters out collection of finished work of modern designs. disgraced if I sent my daughters out to work." Great mistake that, my the best brother. The money you have saved will never make your family independ- 115 N. Liberty St. near Lexington ent of financial risks. The easiest thing in the world to scatter is a for-tune when it is gathered by the hands of another man, and I want to tell Galdess Brothers, thing in the world to scatter is a fortoday is simply glutted with the unskilled labor of the men and women who were once denizens of wealth; homes. Your daughter may know how til doomsday or paint upon some china ments in coming days of financial bread. No man, I care not who he this Peninsula in writing to may be, whether he lives in palace in hut, has done his full duty to his children unless he gives his boys and girls the best education in his power and teaches them how to become skill ed workmen in some line so that the can earn their daily bread. When I or seeing our local Agents: before the plain white tombstones in have trained my children's brains and our national cemeteries and said: hands to earn a living, I have given them the best boon on earth, next to introducing them to my Saviour and

I would impress upon your minds today the old gospel lesson that ou mission should be to help those wh are helpless and to care for those w are financially, morally and spiritually tripped up in the battle of life. In the was flung, the angry foe standing over him had first to look up to the vestal virgins to find out whether he might spare him or plunge into his heart the fatal sword. If the vestal virgins wanted the prostrate fighter to live, they would point their thumbs to the heavens: If they wanted him to die old Roman Coliseum, when a gladiator heavens; if they wanted him to die, they would point their thumbs down. So today by the lessons of the bargain So today by the lessons of the bargain counter we hold the life and the death of multitudes as they did in the Roman Coliseum. Shall we say "Thumbs mond State 'phones. All persons wish me by 'phone up" or "Thumbs down?" The Earl of Shaftesbury's Career.

Did you ever hear how the Earl of Shaftesbury was led to devote himself to his great life's work? No sooner did he enter parliament as a young man of twenty-five than be at once be gan to look around to see whom he could help. First he arose and advocated laws for the alleviation of the sufferings of the insane in the public asylums. As soon as the pitiful existence of these poor unfortunates was bettered he wrote in his diary, "And so by God's blessing my first effort has had to sell his stock for anything he could get, or they are the goods of man happiness." Next he advocated some poor woman who had to work in laws to better the condition of the poor paupers farmed out to work, as some of our states farm out their crim inals to work in the mines. Then he extended a helping hand to the poor little children who as chimney sweep ers were compelled to work for a liv ing. Then this nobleman, noble not only by blood, but by achievement, again tomorrow and see what I can sale means blood money. No man ever do." Then your father said: "Too bad, bought something for less than cost of London and the bootblacks and at Mary; too bad! I hate to see you look unless some one had to suffer. God last even, the criminals themselve And when he died the Prince of Wales as well as the London poor vied with each other to show honor when the good Earl of Shaftesbury's body was

less pauper in a cheap box being,t rled by five drunken men to the ter's field. May these thoughts that bargain counter be to us who ize that there are cour to the greatest number r suffering humanity in ( Jesus helped us, Then was dy of the bargain counter be to lifetime inspiration for Christian

[Copyright, 1907, by Louis Klopsch.]

Prevalence of the Drink Habit. Per cent of men who drink, 85. Per cent who drink to excess, 30. Per cent who are inebriated, 12. Per cent who are incurable, 7. Per cent of women who drink, 65. The man who is responsible for these figures is Dr. W. D. Lawrence of

"Fifteen per cent of the adult males in this country are tectotalers," said Dr. Lawrence to the Des Moines cor ondent of the Clinton Herald, "while 55 per cent are what may be termed privilege drinkers-that is, men who claim the right to take a drink as it pleases them, but who do not drink

"Thirty per cent are diseased through the use of drugs. These statistics relate to the use of drugs as well as the use of liquor. They are inebriates and have acquired the habit, which is beyond their control. Of these 12 per cent are submerged.

"They are dipsomaniacs and require the attention of the public, aid of benevolent societies, organizations. Seven per cent are hopeless, and it is useless to expend funds on them except to isolate and detain them humanely and at work if possible.'

Marriage as a Failure.

There is more nonsense talked in the abstract about marriage as a failure than is talked about any other branch of the conduct of life. If a census on the subject could be taken I am sure it would be found that the majority of married people jog along very comfortably and are much happossibly could have been had they remained unmarried. The number of divorces is usually quoted to prove that marriage is a failure, but what, after all, is the number of divorces in proportion to a population of many lons of married people?-Mme. Sarah Grand in London Chronicle,

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ing to communicate with me by 'phone concerning the purchase of coffins or caskets can do so at my expense. I have deposited money with both the above mentioned companies for said purpose. Embalming especially guaranteed.

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